Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009

Message Text

UNCLASSIFIED

PAGE 01 MANILA 11675 290219Z
ACTION EA-09

INFO OCT-01 ISO-00 EB-08 /018 W
----------126783 290555Z /15
R 290156Z JUL 77
FM AMEMBASSY MANILA
TO USDOC WASHDC
INFO SECSTATE WASHDC 2977

UNCLAS MANILA 11675

E.O. 11652: N/A
TAGS: BEXP, RP
SUBJ: METALWORKING AND FINISHING EQUIPMENT MARKET IN THE PHILIPPINES

REF: A. MANILA 5095 B. 76 MANILA 5334

1. MARIJAN KNEZ OF ALLISON CHUCK PRODUCTS, A MEMBER OF THE DECEMBER 1976 METALWORKING TRADE MISSION, RECENTLY RETURNED TO MANILA TO FOLLOW UP SALES LEADS DEVELOPED DURING THE MISSION.

2. HIS ANALYSIS OF THIS MARKET FOR MACHINE TOOLS, AFTER HIS MISSION EXPOSURE AND EXTENSIVE INDUSTRY CONTACTS MADE ON THE FOLLOW-UP TRIP, IS THAT THE PHILIPPINE MARKET IS NOT YET READY FOR NUMERICALLY CONTROLLED MACHINES.

3. HOWEVER, MR. KNEZ FEELS STRONGLY THAT THERE IS A GOOD MARKET FOR LESS SOPHISTICATED TOOLS. SPECIFICALLY, HE CITED THE FOLLOWING AS HAVING GOOD SALES POTENTIAL:

-MACHINE TOOLING AND ACCESSORIES

-CONVENTIONAL LATHES WITH TRACING ATTACHMENTS

-MILLING MACHINES WITH 3-D TRADING ATTACHMENTS
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-PRODUCTION TYPE DRILL PRESSES

-SURFACE GRINDERS, EXTERNAL/INTERNAL

-CRANK SHAFT GRINDERS

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-METAL SPRAYING/METALIZING EQUIPMENT

THESE EQUIPMENT SHOULD BE IN THE $5,000-$20,000
PRICE RANGE.

4. MR. KNEZ STRESSES ALSO THAT THERE ARE MANY U.S.
MANUFACTURERS OF THESE EQUIPMENTS WHO COULD COMPETE
SUCCESSFULLY HERE AGAINST THE EUROPPEANS, JAPANESE,
INDIANS, TAIWANESE, AND CHINESE. HE MENTIONED AS
EXAMPLES: HIS OWN FIRM, SHELDON, SOUTHBEND, BROWNE-
SHARPE, CINCINNATI, SUNSTRAND, LOGAN, EX-CELL-O, AND
DOALL.
STULL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
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Concepts: n/a
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
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From: MANILA
Handling Restrictions: n/a
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Original Handling Restrictions: n/a
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Previous Handling Restrictions: n/a
Reference: 77 MANILA 5095
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 16-Feb-2005 12:00:00 am
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Review Media Identifier:
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Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1838607
Secure: OPEN
Status: NATIVE
Subject: METALWORKING AND FINISHING EQUIPMENT MARKET IN THE PHILIPPINES
TAGS: BEXP, RP
To: COM
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